



INSTITUTE OF
MANAGEMENT &
TECHNOLOGY

INNOVATIVE • MOTIVATE • TRANSFORM

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Ref. No.:-GRD-IMT/P&CA/2021/TP-26

Date: 11/12/2021

PLACEMENT NOTICE

Campus placement drive for M.PHARMA/B.PHARMA/B.Sc(Bio Tech)

BATCH-(2022 fresher 2021 passed out.)

1. Name of Company: CRYOVIVO INDIA LTD

COMPANY DESCRIPTION:

- Cryoviva Biotech Private Limited (Formerly known as Cryobanks International India Pvt. Ltd.) Founded in 2006 by RJ Corp.
- The company is focused on providing high-quality umbilical cord blood stem cell processing, and storage for both private and public donation purposes.
- Based at Gurgaon with networks in all the towns of India provides a high end processing and storage technology which are approved by International authorities.
- Cryoviva India has spread beyond the shores to Thailand, Singapore, UAE, Nepal, Bangladesh and East Africa making it the only India Cord Blood bank available in International Market.

FOR MORE DETAILS VISIT: WWW.CRYOVIVO.IN

REMUNERATION: For fresher: **INR 2.20 lakh CTC to 2.40 Lakh** (as per location) + **TA/DA** (as per company policy) + **mobile reimbursement** (as per company policy) + **incentives** (as per company policy).

DATE of Campus Placement: 18/12/2021

Please note:

- It is mandatory for the candidate to own a two wheeler and open to relocate if required.
- **The shortlisted students are supposed to join us with immediate effect.**

JOB DESCRIPTION

Position	Relationship Executive/ Sr. Relationship Executive	Company	Cryoviva India Pvt. Ltd.
Department	Sales	Reporting To	Area Sales Manger
Job Specification			
Desired Qualification	Acceptable Qualification	Years of Experience	Industry
Post-Graduation	Graduation	0-4 years	Pharmaceuticals / Healthcare
Job Profile			
<ul style="list-style-type: none">• Incumbent will be responsible for Identifying potential customer base and council them to join the concept of Stem Cells Banking;• Incumbent will be responsible for ensuring smooth, seamless on boarding of new customers;• Incumbent will be responsible for approaching respective customers to generate primary leads;• Incumbent will be responsible for building healthy relationships with gynecologists/doctors;• Incumbent will be responsible for explaining the concept via home presentations to potential and existing customers;• Incumbent will be responsible to complete full cycle of client absorption into the system (i.e. Enrollment, Payment follow ups and Collection);• Incumbent will be responsible for handling customer queries and grievances;• Incumbent should be actively involved in different marketing activities to enhance the business;• Incumbent will be responsible for maintaining good client relationship;• Incumbent will be responsible for maintaining and timely reporting of MIS / other daily reports about leads generated, self-fixed presentation, CRM presentation and doctor calls;			
Desired Candidate Profile			
<ul style="list-style-type: none">• Candidate must have good communication skill (in any language, preferable local language or English)• Candidate must have high energy level and good convincing skill• Candidate must be comfortable with Sales profile and Field Job• Candidate must be flexible with time;• Candidate having own vehicle is preferable;			

Interested students registered in the below mention Link before 13/12/2021 till 10 AM.

<https://forms.gle/SWkvHNJSnbdijjUe9>



Mr. Kamal Kant Rana
Dean- Placements & Corporate Affairs